



Unlocking The Door To Business Success

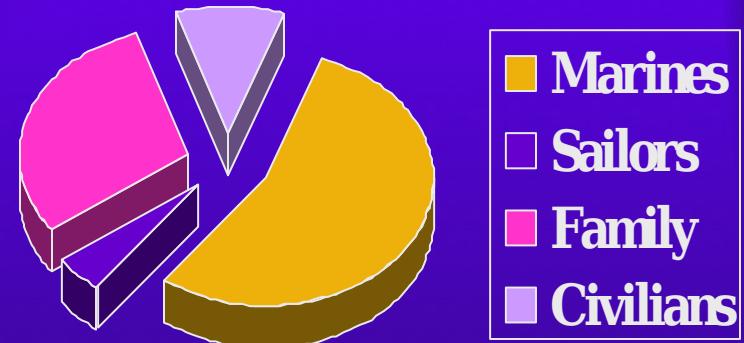
Partnering With
Marine Corps Community
Services

Marine Corps Base, Camp
Pendleton

Opportunity Customer Profile

◆ Base Population

- ◆ Active Duty Marines: 38,427
- ◆ Active Duty Sailors: 3,757
- ◆ Family Members: 14,795
- ◆ Civilian & Contractors: 8,250

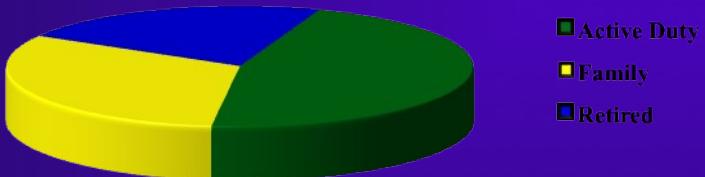


Total: 65,229

Average Daily Population

Military Population Surrounding Camp Pendleton

(within a 20 mile radius)



■ Active Duty
■ Family
■ Retired

- ◆ **Active Duty:** 49,429
- ◆ **Family:** 37,492
- ◆ **Retired:** 21,923

Total:
108,844

Military Population Surrounding

Active Duty:
Camp Pendleton (within a 50
108,270 mile radius)

- ◆ Family: 145,116
- ◆ Retirees: 46,975

Total:
300,361



■ Active Duty ■ Family ■ Retiree



Business Overview

- ◆ MCCS values the efforts of stakeholders who participate in the variety of programs offered.
- ◆ MCCS seeks new and innovative business opportunities.
- ◆ MCCS businesses posted sales in excess of \$229M in FY2010.
- ◆ The only authorized provider of goods and services aboard Camp Pendleton.



Why Do Business With MCCS

- ◆ Exclusive business access to a niche market.
- ◆ 55% Active Duty Single Marines with disposable income.
- ◆ Measurable Marketing Strategies to support your business.



MCCS Businesses/Programs/Services

- ◆ Vending (2,000+ Machines)
- ◆ Hair Salons
- ◆ Dry Cleaning Services
- ◆ Optical Shops
- ◆ Car Rental
- ◆ Postal Store
- ◆ Wedding Photography
- ◆ Travel Services
- ◆ Tax Service
- ◆ Window Tinting /Audio Installation
- ◆ Paintball Park
- ◆ Pizza Hut
- ◆ Sonic Burger
- ◆ Roberto's Mexican Food
- ◆ Hot Dog Carts
- ◆ GNC

- Laundry Mats
- Barber Shops
- Dental Centers
- Watch & Jewelry Repair
- Truck Rental
- Florist
- Group Photography
- Beach Villas/Lake Camping
- Telephone Centers
- Quick Lube
- McDonald's
- Subway
- Wendy's
- Maui Wowi
- Domino's Pizza
- Self Storage

- Retail Stores
- Gas Stations
- Casual Dining
- Catering Services
- Pro Shops
- Tailor Shops
- Horse Stables
- RV Parks
- Vet Services
- Recreation
- Child Care Ctrs.
- Hotel (TLF)
- Golf Course
- Scuba School
- Bowling Center
- Theater



Items MCCS Purchase

- ◆ Retail Inventory
- ◆ Office Supplies
- ◆ Consumables
- ◆ House wares
- ◆ Dry Goods
- ◆ Cleaning Supplies
- ◆ Horses
- ◆ Tack
- ◆ Hay
- ◆ Construction Supplies
- ◆ Tractors, Gators, Power Tools

- Sporting Goods
- Exercise Equipment
- Screen Printed T-Shirts
- Skeet and Trap Ammo
- Mops & Brooms
- Vacuums
- Washers & Dryers
- Pamphlets, Brochures, Educational Materials
- Medical Supplies
- Awards for Tournaments



MCCS Business Criteria

External Business Responsibilities:

1. Business driven construction.
2. Existing facility opportunities.
3. Kiosk Opportunities.
4. Negotiate commission terms.

MCCS Responsibilities:

1. HQ Marine Corps commissions assessment.
2. Revenue generated is recycled to ensure Quality of Life family programs.



Contract Opportunities

1. Unsolicited as well as solicited (RFP) proposals
2. Short term / long term contracts (1 year to 25 years)
3. Blanket Purchase Orders.
4. Purchase Orders.
5. Direct Delivery Agreements.
6. Indefinite Delivery Indefinite Quantity (IDIQ)



Partner With MCCS

- ◆ Sell your products or services to an elite customer base.
- ◆ Sell your products to MCCS.
- ◆ Commercial sponsorship opportunities.



Who do I Contact?

Lane H. Jones

Deputy AC/S, Business Operations

555020, Bldg. 1100

MCB, Camp Pendleton, CA 92055-
5020

(760) 763-9590 phone

(760) 725-0228 fax

Lane.h.jones@usmc.mil